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AMERICAN NURSEYMAN

AMERICAN NURSERY TRADE BULLETIN

Chief Exponent of the American Nursery Trade

Vol. LI No. 1

JANUARY 1, 1930

Per Copy 20c

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AMERICAN NURSERYMAN — January 1, 1930

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce engravings relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. Engravings will be made from photographs at cost.

Advertising—Last forms close (semi-monthly) on the 10th and 25th of each month. If proofs are wanted, copy should be on hand one week earlier.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earl operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN," published semi-monthly, on 1st and 15th, will be sent to any address in the United States for \$3.50 a year; to Canada or abroad for \$5.00 a year. Single copies of current volume, 20c; of previous volumes, 25c.

RALPH T. OLCOTT
Editor, Manager.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

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Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

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[Reg. U. S. Pat. Off.]

The Chief Exponent of the American Nursery Trade National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

VOL. LI

ROCHESTER, N. Y. JANUARY, 1, 1930

No. 1

Arboretum Proving Ground Experimental Orchard

Three Names Confused—Very Different Things—Defined by Former President Willard G. Bixby, of the Northern Nut Growers' Association

One of the important and active committees of the American Association of Nurserymen is that on arboretums whose chairman, Robert Pyle, keeps an eye out for developments in this line. His list of pending activities, as reported at the Boston convention [A.N. Aug. 1, 1929, p 52] showed 37 projects in 18 states including the recent developments in the movement for the National Arboretum in Washington, D. C. In this connection it is of interest to note an article in the December issue of the *American Nut Journal*, by Willard G. Bixby, Baldwin, N. Y., well-known horticulturist, former president of the Northern Nut Growers Association, by way of observation on various thoughts that have been advanced for establishment of a nut arboretum.

Mr. Bixby finds that three names have been confused. He says:

"The Experimental Nut Orchard is a collection of a relatively small number of varieties of each species of nut bearing trees and shrubs that have been shown to have good prospects for success when grown on a commercial scale. There should preferably be several trees of each variety. The principal purpose is to work out methods for getting the trees to grow well and bear well, and at the same time test out the values of the different varieties under orchard conditions. There should be many such orchards one in each section of the country. They may include all species or be confined to a few or to one. The orchard of Mr. Thomas P. Littlepage at Bowie, Md. is a good example of such an orchard of northern pecans and of Stabler black walnuts.

"A Nut Proving Ground is more inclusive and contains more varieties it being intended to include all varieties where the nuts borne are good enough to seemingly make them worth while to grow if the trees are found to be healthy, good bearers, and not subject to insect and fungous troubles not readily controlled. Its function is really to ascertain nuts of promise from which to set out Experimental Orchards. The late J. F. Jones' older plantings at Lancaster, Pa., and my older plantings at Baldwin, N. Y. are good examples of Nut Proving Grounds. There should be many such, one in each state at least, and more than one in large states.

"A Nut Arboretum is more inclusive still and cannot be so easily defined but with the aid of examples it is believed that the necessity for such can be made clear, also

an idea given of the results likely to be obtained.

To Resort To Plant Breeding

"If it were a fact that we could get the best varieties of all nuts by simply discovering trees now in existence which bear them there would be no need for a Nut Arboretum. The problem would be simply to continue searches for fine nuts and test out the fine varieties found. In the case of some nuts satisfactory varieties have been found by simply discovering existing nuts. This is the case with the southern pecan. It is hard to imagine a variety more delicious than the Schley and this was simply a seedling tree discovered by the late A. G. Delmas of Pascagoula, Miss. In this connection I shall never forget the remarks of Judge Edwards at the Austin meeting of the National Pecan Growers Association which it was my privilege to attend. He said that he had a great admiration for the Northern Nut Growers Association for the remarkable work they were doing with the stubborn material with which they had to work, that in the case of the south (the convention was an assembly of growers of southern pecans) all necessary to do was simply to select from what God in his bounty had provided, while in the case of the north it was necessary to resort to plant breeding and actually to originate what never existed before. I don't know that Judge Edwards ever considered himself a 'prophet' or 'the son of a prophet' but the wisdom of his utterance is now history. Those who have followed the matter most closely are convinced that while in the case of some nuts, notably the black walnut, we have varieties that are apparently going to be just what we want for orchard planting, in the case of others we have not and that it is going to be necessary to resort to plant breeding to get them."

The cost of procuring material, there being in existing arboretums only a fraction of that which would be needed, is cited; also other problems, as for instance a suitable site for a representative collection of nut trees.

"A hickory," says Mr. Bixby, "that will grow several times as fast as anything we now have would be of tremendous value to the forestry industry of the country—and it is likely to come from a nut arboretum. It is difficult to see how a man of means who wanted to do something really worth while

could more effectively accomplish it than by establishing a nut arboretum."

It has been suggested that because of the broad benefit to the country it would seem that the government should establish such an arboretum.

For Indiana Arboretum

Evelyn Mitchell in Indianapolis Star

A splendid plan has been suggested by two Indianapolis women for the city's use of the 24 acres of wooded land in Irvington, recently abandoned as a campus by Butler university. The stretch of forest land, formerly occupied by the college contains many large and beautiful oak and elm trees; beech, maple, wild cherry and ash are notable among many less familiar varieties. The grass is full of all kinds of wild flowers, Mayapple blossom, jack in the pulpit, dutchmen breeches, anemone, bloodroot, harebell, violet, hepatica are scattered through the grass. Vines, English ivy, Virginia creeper, Boston ivy and woodbine cling to walls and tree trunks.

The project suggested by the two Indianapolis women is to preserve these acres and develop an arboretum and botanical garden, where all Indiana's trees, wild flowers and plants may be preserved.

To one who knew as a child the forest land of Indiana as it was in the middle of the last century, when papaw, poplar, willow, buckeye, slippery elm, tall hickory trees, pine and evergreen covered the land north of the city from "Tinker" street to the "creek," the swiftness with which we are losing our native trees and plants is appalling. The wild rose, the sumac, the honeysuckle, the pink and red clover, the elder blooms, blackberry, haw, mulberry, and wild cherry, the walnut and persimmon that were once so abundant—how few and scattered they are today!

Irvington, more than any of our city's outlying districts, has preserved its woodsy atmosphere and, while acres of trees have disappeared, many native trees and flowers are left and numerous varieties have been added during the sojourn of the college population there.

In the old Butler campus we would have a natural arboretum and botanical garden, well started with plenty of room to develop and preserve all our Indiana trees, flowers, vines and every kind of Hoosier plant.

Secretary Sizemore reports addition of Perfection Nurseries, Foley, Ala., to A. A. N. membership.

Planting to Follow Paving Lighting Highways

Will Nurserymen Be Ready For It—Few Are Interested Yet—Government Already Planning To Do It—Another Opportunity Lost?

Roadside Planting and Trade Comment Thereon

"As one notes the extent to which government-grown seedling production has progressed, the thought arises that Nurserymen missed an opportunity years ago. It may seriously be questioned whether the Nursery Trade might not have supplied seedling trees for planting on waste land if they had been prepared to do so and had pushed the proposition vigorously, using the now well-known stock argument for reforestation."—*"American Nurseryman,"* Sept. 1, 1929, p. 94.

"I think, by all means, that highway planting should be encouraged throughout the whole country. * * * If we could get a good deal of publicity on this I am sure it would mean a great deal of business for all Nurserymen. * * * No time should be lost in bringing this matter closely before every Nurseryman in the country"—California Nursery Co., George C. Roeding, President, Niles, Cal. [A. N. Sept. 15, 1929, p. 115.]

"Roadside planting will become just as popular in a very few years as are the parked streets in our cities today. If the Nurserymen will sell the idea to the highway commissioners—their knowledge of adapted varieties, service, etc.—then it is only natural that they should look to Nurserymen for their stock. The Nurserymen should work out a program for stimulating roadside planting and obtaining the proper publicity. It will mean business well worth going after."—Harrison Nursery Co., A. Williamson, Secy.-Treas., York, Neb. [A. N., Sept. 15, 1929, p. 115.]

"To obtain the best results in roadside planting, individuals intrusted with such work should have a wide knowledge of vines, shrubs and trees [Nurserymen's knowledge]. We are educating a small army of men."—James H. Taylor, Highway Landscape Supervisor, Massachusetts Dept. Public Works [A. N. Oct. 1, 1929, p. 131.]

Confidently Growing Stock Sold Previous To Production

"Give the Nurseryman a chance to bid on the order and time to produce the product desired. Operating on an order of certainty rather than on a guess, the Nurseryman can afford to contract at a liberal discount from the usual distribution price and he will avoid the heavy brush pile loss by producing only sufficient in excess of large contracted business to insure full delivery of the grade of stock he has arranged definitely to supply."—Dr. L. C. Corbett, Principal Horticulturist, Bureau Plant Industry, U. S. D. A. [A. N., Oct. 1, 1929, p. 132.]

THE planting of suitable trees and shrubbery along all highways of the Federal-aid system, where such growth can be maintained, should be regarded as a necessary eventual step in the improvement of the system, says Thos. E. MacDonald, chief of the Bureau of Public Roads of the U. S. Department of Agriculture.

"Too little attention has been given to the appearance of our highways, and in this respect our roads are inferior to those of Europe," says Mr. MacDonald. "People seeking pleasure and recreation by travel are the greatest users of the highways, and to them a pleasing roadside means as much as a smooth surface and easy grades."

However, he says, the Department of Agriculture does not encourage the making of expenditures for the planting of trees and shrubbery when to do so would mean the deferment of more necessary improvement, nor does it urge the employment of Federal-aid funds if the states prefer to depend upon their own revenues.

Prior to amendment to the Federal-aid act on May 21, 1928, authorizing Federal participation in the cost of planting shade trees along the Federal-aid system, a number of states had already developed plans and had begun work along effective lines.

The Massachusetts Department of Public Works is empowered by law, and has been for a number of years, making roadside improvements, the work including such planting, replacements, and care as may be necessary. When a state highway is laid out, it is generally made sufficiently wide to provide an area on each side of the traveled part for roadside improvement. No tree, shrub, or plant within such a highway may be cut, removed, or new ones

added without a permit from the highway department. The Department of Public Works maintains a State Nursery at Palmer, where all planting orders are filled.

Connecticut has a landscape division which is operating throughout the whole state. It maintains all trees on state highways. It expects to spend in the next few years some \$500,000 in landscaping cuts, bridge sites, and abandoned sections of right-of-ways.

California has some 685 miles of highways along which trees have been planted. Also the state has made a survey of areas adjacent to the roadways which can be beautified by planting trees and vines. The survey also included the treatment of natural growth to preserve and emphasize its beauty. In each of California's ten highway districts, stretches about half a mile long are being treated as model sections.

Delaware for a number of years has been planting shade trees along the highways where the right-of-ways were wide enough, and an effort has been made to keep the roadsides free from litter and to have them mown frequently in the summer season.

In Illinois, in designing the highways the State Department of Public Works aims to preserve the natural beauty and to present a pleasing alignment. Civic organizations have taken up roadside planting and the department has found it necessary to issue rules to regulate such planting.

In Georgia the State Highway Board is endeavoring to make right-of-ways 100 feet wide, and plans to clear and grub the full width and plant trees and grass the slopes.

The State Highway Department of Missouri recently inaugurated a plan for beautifying the highways. It employed a landscape architect and offered his consulting services and advice free to any interested community, civic club, or patriotic organization. Many towns became interested and held meetings at which civic and

patriotic clubs assumed responsibility for beautifying some of the highways. The county school superintendents of Missouri are attempting to interest the people of rural districts in landscaping school yards.

In Wisconsin the State Highway Department is planning to plant trees along new projects where old trees have been destroyed, the expense to be met with construction funds. It is hoped that by starting in this small way the legislature will establish a separate department to handle this kind of work.

In Kentucky, the State Highway Department has conferred with the state forester and with horticultural societies with a view to obtaining trees and shrubs to be planted and cared for by the highway department.

In the semi-arid regions of the southwest, trees and shrubs can be planted only in the irrigated valleys and then only to a limited extent. Beautification of roadsides in these sections consists in keeping them free from litter.

In the Dakotas and neighboring states, where snowfall is heavy, all that can be done toward beautification is to encourage the cutting of weeds and bushes and a general cleaning up of the property along the highways. To plant trees or vines within the right-of-way would cause obstruction of the roads in winter by drifted snow.

In several states women's clubs, civic, and patriotic organizations have agreed to furnish trees and shrubs for planting if the state highway department will plant and take care of them. In some of these states the departments have permission from landowners to plant trees on property adjacent to the roads.

To Enlist Boy Scouts

A letter sent out recently to a selected list of 400 men and women by the American Forestry Association, 1523 L Street, N. W., Washington, D. C., is self-explanatory:

It's nutting time! Black walnuts, shag barks and shell bark hickories—the few remaining in America are joy centers of our boys and girls.

This letter comes to you with a definite request for money and moral support. The Boy Scouts of America, the American Forestry Association, and the U. S. Department of Agriculture are trying to make possible a five year cooperative program to give pleasure and training to boys while gathering nuts, planting nut seed, raising seedlings in the Nursery, planting and growing trees. This is a great combination—boys and nut trees, and America needs both.

The five-year cooperative plan briefly is this: The Boy Scouts of America have agreed each year to gather the nuts from historic grounds all over the United States. They will ship them C. O. D. to Arlington Farm of the U. S. Department of Agriculture, where experts of the Department have agreed to sort, grade, test and hull the nuts. The nuts will then be shipped to Scout troops throughout the country for planting. The American Forestry Association will furnish office space, supervision, and secure cooperation from national and state forest officials for instruction in field planting and for follow-up work.

A budget of \$10,000 is needed.

Reporting the U. S. D. A. schedules to the House the committee on appropriations has not only allowed estimates to stand but has recommended \$5000 more for Nursery stock aid and \$5000 for its storage; \$1000 for special plant disease survey work in Georgia and \$4000 for foreign plant introduction; \$52,000 for corn borer control, \$208,000 for Japanese and Asiatic beetle control and \$200,000 for other special work.

American Assn.'s Attitude On Business Ethics

President Augustine Cites Unfair Competition—Near Destruction of Commercial Nurseries By Action of State Nurseries Under Guise of Reforestation—His Letter

Readers who have followed the persistent presentation in the *American Nurseryman*, especially during the last two years, of the marked development of government conducted Nursery business will note with satisfaction the letter recently written by President A. M. Augustine, of the American Association of Nurserymen, to R. B. Miller, state forester of Illinois, as follows:

Direct Competitors

Replying to the latter part of your letter of Nov. 1 relative to the attitude of commercial Nurseries toward State Nurseries, I can assure you that so far as the establishment of State Nurseries for legitimate state reforestation is concerned, never has there been and never will be any opposition whatever from the commercial Nurseries. Yet, even in state Nurseries, anyone who will investigate the proposition cannot help but come to the conclusion that the regularly equipped nurseries can grow and sell to the state Nurseries stock required at far less than any state Nursery can grow it, and at the same time make a reasonable profit.

I think I am safe in saying there would never have been any complaint from the commercial Nurseries relative to state Nurseries were it not for the fact that state Nurseries have in so many instances gone entirely outside of the program for which they were organized and have been direct competitors with the legitimate Nursery trade.

Almost Destroyed Business

You can find example after example where they have almost destroyed the business of legitimate nurseries, selling and distributing Nursery stock to farmers, to planters who have used the stock for ornamental and street tree planting, growing and selling stock to the public unfit for reforestation purposes and giving the impression to the customers that the Nurserymen were charging an enormous profit when the facts are, these state Nurseries were selling stock far below the actual cost of growing it and assuming a position that is destructive of the legitimate Nursery business; a business which has done and will do more to encourage tree planting and reforestation many times over than all of the state forestry organizations can ever possibly hope to do. There is no more reason for a state to go into the Nursery business and directly compete with the Nursery industry than that it should go into the manufacturing of agricultural machinery, clothing, seed production, groceries or any one of a thousand commodities that the public buys.

To Make Deserved Exposure

There is a committee appointed by the American Association of Nurserymen that is going to try to correct some of these abuses that are based on misrepresentation and an uneconomical foundation. We are becoming better and more closely allied in the Nursery industry and I can assure you that we are going to give some of these state Nurseries and universities that are doing this class of work, the publicity and exposure that their operations deserve.

Not only has nearly every issue of the *American Nurseryman* during the last two years carried repeated instances of activity by government authorities which, whether the authorities will it or not, leave loopholes open for improper use of planting material produced by taxation to which commercial Nurserymen are obliged to contribute.

In addition the attention of A. A. N. members has been directed forcefully to the conditions by E. M. Sherman, Charles City, Ia., and others. Now that President Augustine has made special reference to the sub-

ject we may expect determined effort to confine the activities to proper application.

Federal Government Plans

Artificial planting of denuded timberlands in the national forests must be hastened or, at the present rate, at least 100 years will be required for the work to be completed, says the Forest Service in a statement made public by the Department of Agriculture.

More than 2,100,000 acres within the national forests require artificial planting. A total of 18,825 acres of national forest land was planted last year, Forest Service records show. Of this, 11,417 acres were in Michigan, where voluntary contributions of funds by interested organizations enabled the Forest Service to plant nearly 5,000 acres more than would otherwise have been possible.

During the year new Nurseries were established at Susanville, Calif., and on the Medicine Bow National Forest in Wyoming. Enlargements were made at the East Tawas, Mich., and Halsey, Nebr., Nurseries, and a beginning made on the enlargement of the Monument Nursery on the Pike National Forest, Colorado.

The enlargement of the Halsey, Nebr., Nursery was made chiefly to further the cooperative production of Nursery stock for distribution by the state under the provisions of the Clarke-McNary Act.

New York State Plans

New York State Conservation Department's plans for enlarging forest tree Nurseries will require the purchase of 5,000 new seed beds with a capacity of 8000 trees each which, within the next three years, will add 40,000,000 trees to the yearly output of the Nurseries raising the present possible output to 75,000,000 trees a year. Cost to be \$75,000.

In the first six months after the enactment of the law which provided for the purchase and planting of State areas, the reforestation work was completed on about 2,000 acres. Not all of the land included in these areas is open to reforesting, portions being covered with second growth and brush. The remaining portions, 60 per cent or better, are being planted as fast as the state secures a clear title to the land.

The year 1930 will be the first full year since the enactment of the Hewitt law and should see the State's reforestation program well under way.

State of Louisiana Plans

Louisiana State Nursery at Woodworth is distributing 2,000,000 seedlings for reforestation. The state has 11,000,000 acres of cut-over land, most of which is unsuited to agricultural purposes. It is said that about 80% of this land will reproduce naturally if given a normal chance; the remainder, due to repeated burnings and poor soil must be planted artificially or it will remain waste land.

The Nursery at Woodworth is not the only forest Nursery in the state. The lumber companies of Louisiana are cooperating with the forestry department by establishing nurseries of their own. A recognized leader in this work is the Great Southern Lumber Company of Bogalusa. The nursery operated by this company produced more than ten million pine seedlings last year, nearly all of which are planted on cutover land. This was the largest single planting of forest trees ever attempted in the South, and it is believed to be the greatest number ever planted during one year by a single private agency.

The total output of Louisiana's forest Nurseries this fall, including the private and the state nursery, should exceed 12,000,000

seedlings. No other Southern state approaches this total.

Asserts Commercial Protection

"The division of forestry," said Nathan D. Canterbury, state forester, "has been very careful not to interfere with the business of commercial nurserymen by sending out trees free or at low cost to private individuals for decorative purposes or for ornamental planting on privately owned property. In a number of Northern states there has arisen a very bitter controversy between the states operating nurseries for forestry purposes, and the commercial nurserymen. This unpleasantness has been avoided in Louisiana because the state has restricted its production to forest trees and has made it a policy to confine its activities to the shipment of trees for reforestation, with the one exception of making trees available for planting on state or parish owned lands.

"Plantations of native species of pine will yield from 10 to 25 cords per acre at 20 years of age on medium quality soil; in 40 years yields of from 10,000 to 30,000 feet board measure of lumber may be expected—the yields varying with the species. The cost per acre of such plantations should not exceed \$5, including the cost of the seedlings. Considerable areas have been planted at a lower cost."

Forest tree seedlings may be planted in Louisiana from the latter part of November through January. Planting done the latter part of the season is considered best.

Pine seed to the amount of 1500 pounds will be needed to produce 5,000,000 seedlings.

To Supply Mineral Salts

W. N. McCrillis Co., Boston, Mass., advocate the use of stone meal originated and produced by that company, to supply mineral salts said to be needed by plants. This argument is used:

"All cultivated vegetables, fruits and grains grown in this country are rapidly being destroyed by blight, fungus disease and clouds of innumerable varieties of insect pests. Because the over-cropped and worn out soil, still further exhausted by nitrogenous chemical stimulants, minus the absolutely vital mineral salts, has lowered the disease resisting power of all plant life grown under the above conditions. The sap of the plant, juice of the fruit and quality of grain have been rapidly changed and devitalized to a point where the plant has become non-resistant and the natural prey of every variety of devouring insect pests.

"Go into many of our side hill rocky pastures (in many cases the rocks so large and plentiful that a sheep or goat can hardly feed) in Maine, New Hampshire or Vermont where apple trees have grown wild since no one living knows when, but during the last 100 years or so many of these wild and scattered trees have been grafted into Greening, Russet and Baldwin varieties, you will find the fruit is high colored, smooth and wonderfully flavored and so hard and juicy that one would almost need a hammer to make a dent in one. This fruit will stand shipment from Portland, Me., to Seattle, Wash., around Cape Horn by sailing vessel, and return and then you would need a napkin to mop up the surplus juice if you tried to eat one."

One reason why a convention on the Pacific Coast is usually a pronounced success is that the people plan to begin early on preparations. In November and December, just passed, the San Francisco and Los Angeles units held meetings to make preliminary plans for the 1930 convention in Frisco next September of the Florists' Telegraph Delivery Association.

William T. Kirkman, aged 80, founder of Kirkman Nurseries, Fresno, Cal., died recently in Brentwood, Cal.

AMERICAN NURSERYMAN

American Nursery Trade Bulletin



CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

OFFICIAL JOURNAL
PACIFIC COAST ASSOCIATION OF NURSERYMEN
Largest District Organization in the Trade
ILLINOIS STATE NURSERYMEN'S ASSOCIATION
Leading State Nursery Trade Organization

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ROCHESTER, N. Y., JANUARY 1, 1930

FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nurserymen know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammelled lines.

"The dean of Nursery Trade Journalists."—John Watson.

Valuable Beyond Estimate

All the advertising in the world will not build your business, it only creates a little more demand and you must back it up with efficient merchandising, not merely order taking.

Nobody wants to buy advertising, but what business can get along without it? Advertising has little value in itself; but the desire it creates, the knowledge it conveys, the cause to which it spurs us and the time it saves are valuable beyond estimate.

The power of the printed word depends upon the thought behind it. All things come to the other fellow if you only sit down and wait. Advertising helps to get the new customer. Why not employ it to hold him? Advertising should be prepared for prospective buyers not for advertising men. Successful advertising factors are regularity, persistence and continuity.

When customers ask questions they are entitled to complete, correct answers. Don't expect one little piece of advertising to bring in an avalanche of orders; the biggest snowdrift piled up flake by flake.—H. G. Loftus, St. Paul, Minn.

Are you preserving your copies of the AMERICAN NURSERYMAN? They are of unequalled historic value.

The Mirror of the Trade

WHY A CODE OF ETHICS

While it must be generally known that most of the district Nursery trade associations have adopted Codes of Ethics which have been published throughout the trade—and in some cases also outside of the trade—the American Association of Nurserymen has held aloof from voicing sentiments as to unfair practices generally, unlike its affiliated organizations; though it has legislated definitely upon matters of commercial bribery. It has declared that many kinds of unfair competition are practiced and has asserted [page 16, section 9, "Business Ethics", of the pamphlet: Horticultural Standards adopted by the A. A. N. June 28, 1923]:

"We believe the time has come for Nurserymen to take a definite stand on this subject."

The 14th paragraph of the formal schedule of duties of an association committee calls for the preparation of a Code of Ethics and Business Rules [page 20 of Horticultural Standards].

The index on front cover of Horticultural Standards lists "Business Ethics" and also "Code of Ethics and Business Rules." The contents page lists "Business Ethics, Unfair Competition, Bribery and Graft."

The above seems to constitute all that the American Association of Nurserymen, as a body, has ever recorded as its sentiments in regard to business relations in and out of the trade (other than association action in individual cases).

But the members of the National association for the most part are members of district Nursery trade associations; affiliated with the National association, thus constituting the membership of the national association.

Perhaps, on this account, it has been thought unnecessary for the national association, as a body, to repeat expression of sentiment and declaration of principles under which it will operate; though why there has been neglect to approach more than a phase or two of the subject has never been explained.

In view of the fact that President Augustine has long been prominent in the activities of the Illinois Nurserymen's Association which was the first of the district Nursery associations to adopt a real Code of Ethics (used as the basis for nearly all the others) there is probability that the national association under his administration may be put upon even terms with its affiliated bodies in this respect.

Adoption of a Code of Ethics should not be construed as changing any conditions; all it means under any circumstances is the formal declaration that those subscribers to the code formally set forth their understanding of the principles of good business, fair dealing and reciprocal relations and their determination to adhere thereto. It does serve as an education for the inexperienced as to what is accepted right practice as to good business, fair dealing and reciprocal relations, to the end that all members of an organization may maintain a general uniformity of right action, to the honor of the organization as a whole and the protection of the individual member against action by a member or by members which may reflect seriously upon all others in the

organization by very fact of their membership.

It would seem that the contingency cited above would be the only need for existence of a formal declaration of principles. But there have been cases wherein when those principles have been cited, question has been raised as to whether the organization's Code of Ethics had any bearing on a subject or whether a code had ever been adopted.

As if to say: "Let us see if we can do this contemplated thing under our code." Which is equivalent, of course, to taking the position: "If the code prohibits it, we cannot well put it over; but if there is no code or if the code does not cover this exact detail—doubtful as it appears to be in measuring up to good business and fair dealing—we'll go ahead with it!"

And so the Code of Ethics is regarded as a desirable adjunct of present day procedure.

ETHICS IN CALIFORNIA

In his report at the annual convention of the California Association of Nurserymen Secretary C. K. Grady said:

"I desire to call your attention again to our code of ethics. We cannot afford to relax from the highest standards of doing business, and this code contains a set of principles which should be maintained at all costs. Every violation by any members of its provisions works harm on the industry as a whole, and we can best elevate our profession by maintaining the most scrupulous regard for the dictates of honorable dealing. There has been great improvement in this respect in recent years, and we should continue to strive for greater improvement in the future. Let us adhere to the Golden Rule and all will be well with our calling."

[A. N. July 1923, p. 14]

SEVEN YEARS AGO

It looks as though not much longer will the American Nurseryman be the only horticultural trade journal in the country to shout for the application of the Golden Rule in business. It has had the field all to itself for nearly a decade. This condition has not yet changed. But it would seem that the pronounced action, in the matter of a Code of Ethics, by the Illinois Nurserymen's Association and the Eastern Canada Nurserymen's Association, together with the analogous policy of the Southern Association, the Southwestern Association, the Pacific Coast Association and the Eastern Nurserymen's Association, with the Western Association appealed to by its own members so late as last month, must soon compel a hesitant trade journal editor, whoever he may be, to come out openly and join the chorus. It has seemed a hard thing for some to admit, as O. Joe Howard says, that honesty is the best policy.

[A. N. Feb. 1923, p. 40]

Why Fruit Fails To Set—This subject of special interest to fruit growers, and therefore directly to Nurserymen, is under study at the New York Expt. Station, Geneva, N. Y. Richard Wellington, horticulturist, cites several possible explanations, but stresses as often of prime consideration the lack of pollination, which is a suggestion to the Nurseryman for recommending to the planter varieties.



THE ROUND TABLE

Comment and Suggestion
By Readers For the
PROGRESS OF THE INDUSTRY



The Northwest Nurseries Exchange, Cooperative

To promote the sale of Western Washington Nursery products a group of Nurserymen last month announced the formation of a cooperative selling organization with a membership of about forty. F. B. Bonnell, one of the promoters, is confident the organization will go a long way toward spreading the name of Western Washington shrubs, evergreens and roses and will be of great assistance to the smaller Nurserymen.

Nearly every city in Western Washington is represented in the group, said Mr. Bonnell. He added that the organization probably will build a headquarters building in Seattle and market its products under one trademark.

Editor American Nurseryman:

Recently there was formed among Nurserymen in the Pacific Northwest a cooperative association known as the Northwest Nurseries Exchange. It is a non-profit wholesale marketing organization in which members list their stock and form pools in filling orders. Climatic conditions are ideal here for growing Nursery stock, especially conifers and broad-leaf evergreens. With the newly-enacted grading code which is now on the statute books of the State of Washington, this exchange is in a position to offer a standardized product at a stable price.

Every modern trend of business is towards amalgamation and the Cooperative Act permits the Nurseryman to form such organizations to market his stock.

Another important feature is certification of carload shipments by U. S. Dept. of Agriculture inspectors. This service is open to Nurserymen as producers of horticultural products and consists of a check on every item as it goes into the car. A certificate is then issued over his signature. Upon arrival at destination the consignee may summon the nearest U. S. Dept. of Agriculture inspector and have the items checked out. This service removes the risk in long distance shipping, as both seller and purchaser are protected.

Officers of the Northwest Nurseries Exchange are: President, J. J. Bonnell, Seattle; vice-pres., P. H. Benthien, Tacoma; Secy.-Treas., F. A. Castle, Seattle.

F. A. CASTLE, Secy.-Treas.

Texas Nurserymen Again Aid

Forty-five residents of Harris County have signed up for the Harris County Rural Yard Improvement Contest, according to Miss Vivian Weaver, home demonstration agent, Houston, Tex. The following Texas communities are represented in the contest: Almeda, Barker, Fairbanks, Fuchs school, Genoa, Hufsmith, Katy, North Houston and Tomball. Judging of the yards was made last month. Final judging will be during the latter part of May. Attractive prizes are being offered. Members of the South Texas Nurserymen's Association, who did so much to make the last yard contest a success, have again pledged their aid. The purpose of the con-

test is to encourage improvement of rural yards at a minimum of expense.

Real Convention Effects

Over \$30,000 has been spent on Service Schools by one Nursery Company, its conclusions must be of value. It was found that the usual sales convention was a loss of time. The enthusiasm generated by the so-called inspirational speakers did not last until the salesmen got back into the field. Listening to speeches for several days was just an easy, delightful get-together meeting that helped no one. So the policy was changed.

All lecturers had to be experienced in Nursery work, landscape gardening or Nursery business methods. No speaker was permitted to orate. As the school lasts only two weeks, every hour is precious. The speakers must confine themselves to facts and principles and must make certain, through reviews, that the salesmen have written the gist of these in their notebooks. A man does not so readily forget what he writes down.

A considerable part of the course is devoted to the preparation, by the salesman, of landscape plans. The sessions last from 9:00 a. m. to 11:00 p. m. with intermissions for meals and for physical exercise. No salesman looks upon the school as an outing, but as the hardest part of the year's work. Yet the men are glad to come every year and to pay a part of the expenses. The course of instruction includes such subjects as: Varieties of Trees, Fruits and Shrubs, Propagation of Nursery Stock, Policies of Company, Model Farmstead Plans, Landscape Gardening, The Orchard, Care of Growing Nursery Stock, Etc.

To supplement this annual course, the salesmen have access to the circulating library maintained by the company. They are expected to study texts on Landscape Gardening and Horticulture as well as on Salesmanship. Hilborn's little book on Landscape Gardening is one of the favorites. Almost all of the salesmen have carried on a Correspondence Course in Landscape Gardening under Prof. C. E. Cary.—Theodore A. Torgeson, President Prairie Nurseries, Ltd., Estevan, Sask.

"Sales Are Heavy," says C. R. Burr & Co., Manchester, Conn., adding: "Good business ahead is making our customers buy much more than they bought at this time last year."

For Legion Memorial Highway—The establishment of a three-acre Nursery near High Bridge for the growth of 20,000 seedling elm trees donated to Ashland County, Wisconsin, has been announced by W. E. Dillon, county highway commissioner. The seedlings will be used within three to five years for the Legion Memorial highway along State Highway No. 13.

TENNESSEE NURSERYMEN'S ASSOCIATION

G. M. Bentley, Knoxville, Secretary

Secretary G. M. Bentley announces that the postponed annual meeting of the Tennessee Nurserymen's Association will be held Jan. 29-30 at Hotel Hermitage, Nashville.

TWIN-CITY NURSERYMEN'S ASSOCIATION

Twin-City Nurserymen's Association last month elected H. S. Reid, St. Paul, president; F. P. Daniels, Long Lake, vice-president; J. Juel, of the Hoyt Nursery, secretary-treasurer. M. Cashman, Clinton Falls Nursery Co., Owatonna, Minn., discussed department store selling of Nursery stock which it is believed will steadily increase. He asked support of all Minnesota Nurserymen in making the annual convention of the A. A. N. in Minneapolis next July a success. C. E. Cary, A. A. N. educational director, sent a communication suggesting demonstrational plantings by home owners in advance of the July convention.

IOWA NURSERYMEN'S ASSOCIATION

Harold J. Parnham, Des Moines, Secy.

At the ninth annual meeting of the Iowa Nurserymen's Association, Hotel Savary, Des Moines, last month Secretary-Treasurer H. J. Parnham advocated a tour of the Nurseries of the Middle West next summer. President Earl D. Needham reported on conditions and methods observed by him in eastern Nurseries during his recent trip in that section of the country. It was arranged that an all-day meeting of the association be held next summer at the Iowa State College. These officers were elected: President, Fred Jackley, Rose Hill Nursery, Pandora; vice-president, H. L. Merkel, Capitol City Nursery, Des Moines; secretary-treasurer, H. J. Parnham, Des Moines. Addressees at the banquet were made by C. E. Cary, educational director A. A. N., on the Publicity Campaign; T. J. Maney and Donald Bliss, of Ames. Mr. Cary said one of the coast to coast radio chains will be used in the near future in Campaign work.

PENNSYLVANIA NURSERYMEN'S ASSOCIATION

Floyd S. Platt, Morrisville, Secy.

Members of the Pennsylvania Nurserymen's Association will assemble Jan. 21, in the senate caucus room, Capitol Building, Harrisburg, for the winter meeting. Program providing for morning, luncheon and afternoon sessions is as follows, in addition to usual routine business:

Address—Secretary of Agriculture, C. G. Jordan.

"Co-operation between Pennsylvania State College and the Pennsylvania Nurserymen's Association."—Prof. E. I. Wilde.

"One versus Two Year Apple Trees"—H. G. Baugher.

"Maintaining Fertility of the Soil in the Nursery."—Prof. J. B. Dickey.

"Quarantine for Japanese and Asiatic Beetle"—J. Howes Humphreys.

Address—Director, Bureau of Plant Industry, R. H. Bell.

"Fundamentals of Landscape Gardening"—Prof. J. R. Bracken.

"Roadside Marketing of Nursery Products"—Messrs. Seyler, Frorer and Wohler.

"Rehabilitation of War Veterans"—Dr. Henry Pleasant.

A cordial invitation is extended to Nurserymen to attend.

FLOYD S. PLATT,
Secretary

Simpson Nursery Co. has bought the Florida Nurseries, Monticello, Fla.

THIS PAGE PRESENTS

American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock
Including That Which Has Heretofore Been Imported

The American Plant Propagators' Association, Organized in 1919, Will Hold Its Twelfth Annual Meeting in
Minneapolis, Minn., July, 1930—H. L. Haupt, Secretary, Hatboro, Pa.

TWO-INCH BLOCKS ONLY ARE SOLD IN THIS DIRECTORY, UNDER YEARLY CONTRACT.

Hill's Evergreens

COMPLETE assortment of lining out sizes. Also larger grades for Landscaping. Send for our wholesale catalog. Also descriptive booklet in colors.

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Evergreen Specialists
Largest Growers in America
Box 402 Dundee, Illinois

NAPERVILLE NURSERIES

Headquarters for

LINING OUT STOCK

Large Assortment

WELL GROWN—NONE BETTER

See Our Lists Before Buying

NAPERVILLE DuPage County ILLINOIS

NEW PRICE LIST

of
HEMLOCK
ARBOR VITAE
NORWAY SPRUCE
SCOTCH PINE
BALSAM
CANOE BIRCH
SUGAR MAPLE

and other Evergreens, Shade Trees,
Shrubs, Ferns, and Perennials.

GEORGE D. AIKEN
PUTNEY, VERMONT

WE HAVE THEM
You May Want Some

Norway, Sycamore and Silver
Maples; Pin, Red, Mossy Cup,
Catesbaei and Willow Oaks.

Butterfly Bush, Dogwoods, Deut-
zias, Forsythia, Spireas, etc.

Our Trade List is ready.
Get next to one.

Atlantic Nursery Co.
BERLIN, MARYLAND

ROSES



Shrubs Cannas

Lining-out Evergreens

Send for Trade-List

The CONARD-PYLE Co.

ROBERT PYLE, Pres. West Grove, Pa.

Established Nurserymen since 1897

Franklin Forestry Co.

Nurseries at

COLRAIN and SUDBURY, MASS.

FOREST NURSERY STOCK
CONTRACT FOREST PLANTING

Send for our catalogue

89 State Street
BOSTON, MASS.

EVERGREENS
MILLIONS OF THEM

Seedlings—Transplants—Cuttings
Grown under glass

Also Apple Trees, Shade Trees,
Hedgeplants, Shrubs, Vines, Peony.

Send for our latest Bulletin

Sherman Nursery Co.

The largest growers of Evergreens
in the world
Charles City, Iowa

Stock for Lining Out

| Variety | Grade | 100 | 1000 |
|--------------------------------------------|--------------------|---------|---------|
| COLORADO SPRUCE (from Blue Spruce Seed) | 2-4 inch T..... | \$ 8.00 | \$60.00 |
| | 4-8 inch S..... | 3.50 | 25.00 |
| RED PINE | 12 to 18 inch TT.. | 40.00 | 300.00 |
| | 8 to 12 inch TT.. | 30.00 | 200.00 |
| SCOTCH PINE | 12 to 18 inch T... | 10.00 | 75.00 |
| | 8 to 12 inch S... | 2.00 | 10.00 |

Write for complete list.



Little Tree Farms

FRAMINGHAM CENTRE, MASSACHUSETTS

EVERGREENS

SEEDLINGS and TRANSPLANTS
FOR LINING OUT

WRITE FOR OUR PRICE LIST

THE NORTH-EASTERN FORESTRY CO.

"WE GROW OUR OWN TREES."

CHESHIRE, CONNECTICUT

Ohio Nurserymen's Course at State University

Time was when a few Nurserymen looked askance at suggestions that training schools for Nursery neophytes in state agricultural colleges be established, declaring: "There is enough competition already; why plan to create more Nursery concerns." This sentiment, much in the minority, was quickly changed when the advantage of having available trained men to meet the increasing demand was seen.

One of the most successful of Nursery training schools was that conducted Dec. 17-20 by Prof. Alex Laurie at the Ohio State University, Columbus. That the problem of an effective program which arose at the outset of the plan has been solved has been proved by the one governing this occasion and by others past and prospective.

There were Nurserymen present from Michigan, Illinois and Pennsylvania as well as from Ohio. In appropriate progression instruction was given by Prof. J. H. Gourley on fundamentals of plant growth, with illustrations; Prof. E. M. McClure on soils; Prof. Laurie on fertilizers; Dr. J. B. Park on crop rotation and cover crops; Harry Dietz on

insect pests; Prof. H. O'Brien on advertising; Prof. J. B. Hackett on cost accounting; C. E. Cotton on Nursery laws; H. S. Chard on the Nurserymen's National Campaign; Prof. L. C. Chadwick on evergreen cuttings; Dr. Zimmerman on Boyce Thompson Institute propagating work; W. W. Wiggin on bulb growing; C. E. Kern on evergreen grafting and the newer plants; C. F. Irish on moving trees; H. C. Esper on rock plants; Prof. Victor H. Ries on herbaceous perennials and landscaping home grounds; Dr. A. E. Walker on nomenclature; State Forester Secrest on parks and arboretums.

Marked interest was manifested throughout the course and a rising vote of thanks was given to Prof. Laurie and his associates. To each member of the class was given a diploma certifying to the completion of the course.

Those present were: W. B. Cole, J. West, H. S. Chard, W. C. Noblet, Painesville; C. L. Shuey, A. G. Bookwalter, F. L. Turner, O. J. Spencer, Springfield; S. R. Campbell, J. E. Katona, G. H. Burwell, B. H. Klein-

maier, Columbus; R. A. Altbarn, J. W. Abbott, Cleveland; W. N. Scarff, New Carlisle; H. S. Burton, Casstown; R. M. Pickett, Clyde; L. L. Lorin, Marion; A. M. Grube, Lakewood; L. M. Lauridson, Hamilton; O. E. Carr, Yellow Springs; R. Imlay, Zanesville; C. E. Kern, Wyoming; W. M. Long, Elkins Park, Pa.; F. J. Littleford, Hinsdale, Ill.; R. Theidel, Downers Grove, Ill.; C. Snow, St. Charles, Ill.; George R. Hemingway, Charlevoix, Mich.; Robert Douma, Whitehall, Mich.

COMING EVENTS

Jan. 7-9—Northern Retail Nurserymen's Ass'n. at Nicotlet Hotel, Minneapolis.

Jan. 10-11—New York Nurserymen's Ass'n. at Hotel Seneca, Rochester.

Jan. 15-17—Illinois Nurserymen's Ass'n. at Hotel Sherman, Chicago.

Jan. 15-17—Western Nurserymen's Ass'n. at Hotel Sherman, Chicago.

Jan. 21—Pennsylvania Nurserymen's Ass'n. South office Bldg. at State Capitol, Harrisburg.

Jan. 29-30—Tenn. Nurserymen's Ass'n. at Hotel Hermitage, Nashville.

Jan., 1930—Kentucky Nurserymen's Ass'n. at Lexington.

Feb. 18-19—Michigan Nurserymen's Ass'n. at Statler Hotel, Detroit.

American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock,
Including That Which Has Heretofore Been Imported

Largest Assortment

and largest stock of lining out stock in the United States.

Write for prices or call and see our growing stock.

Onarga Nursery Co.

CULTRA BROS., Mgrs.

Onarga, Illinois

CARR'S EVERGREENS

for

Bedding and Lining Out

M. L. CARR'S SONS

Yellow Springs

Ohio

Broad Leaf Evergreens RARE AND CHOICE CONIFERAE

AZALEAS (Evergreen and Deciduous.)

**FLOWERING SHRUBS,
VINES and CLIMBERS**

We produce the greatest variety of Herbaceous Plants and Field Grown ROSES in America. Ask for our wholesale price lists.

Bobbink & Atkins

Rutherford, New Jersey

Choice Broad-leaved and Coniferous

EVERGREENS

in Lining out and Specimen Sizes

Write for wholesale catalogue and list of rooted cuttings.

T. KIYONO

CRICHTON, ALABAMA

Japanese Flowering Cherries

GRAFTED CHESTNUTS,
Including Molissima, Blight Resistant Variety
PEAR STOCKS.
Blight Resistant, "Old Home"
PERSIMMONS, WALNUTS, CHERRIES
PURPLE LEAF BIRCH, WEeping BIRCH,
MAPLES, ELMS, SYCAMORE, POPLARS,
FLOWERING PEACHES,
FLOWERING APRICOTS,
PAUL SCARLET THORNS,
ROSE CUTTINGS and FIELD GROWN ROSES
PECAN SEEDLINGS, DAVIDIANA SEEDLINGS
STOCKTON MORELLO,
An exceptionally good root stock
for early bearing and vigor.

VISTICA NURSERIES CO., Inc.

701 No. Wilson Way STOCKTON, CALIF.

Scotch Grove Nursery

Growers of

EVERGREENS

For

Lining Out

GOOD ASSORTMENT
STANDARD SORTS

Price List on Request—Established 1871

SCOTCH GROVE, IOWA

CANADA HEMLOCK

Once transplanted
4- 8 in. \$ 8.00 \$ 70.00

Once transplanted
8-12 in. 15.00 125.00

Twice transplanted
12-18 in. B&B. 75.00

These Hemlocks are bushy, well rooted Northern grown stock.

L. E. WILLIAMS NURSERY CO.
Exeter, N. H.

IF YOU GROW Lining-Out Stock

You should be represented
in this department regularly.

Write for advertising rate

AMERICAN NURSERYMAN
Chief Exponent of the Trade

EVERGREENS

Seven million seedlings and transplanted up to 7 ft. Here are a few specials priced for prompt orders.

| | | |
|---------------------------|--------------|----------|
| Black Hill Spruce..... | 2- 4 in. | \$ 15.00 |
| Norway Spruce..... | 6- 8 in. | 14.00 |
| Norway Spruce..... | 8-12 in. | 20.00 |
| White Spruce..... | 4- 6 in. | 12.00 |
| Picea pungens glauca..... | 4- 6 in. | 25.00 |
| Silver Fir..... | 2 yr. | 15.00 |
| Pinus Nigra..... | 6- 8 in. | 15.00 |
| Pinus Mugho..... | 3- 4 in. | 20.00 |
| Pinus Ponderosa..... | 4- 6 in. | 10.00 |
| Pinus Sylvestris..... | 6- 8 in. | 15.00 |
| White Cedar, 3 yr..... | 2- 4 in. | 10.00 |
| Norway Spruce..... | 10-16 in. | 30.00 |
| Norway Spruce..... | xx 18-24 in. | 150.00 |
| White Spruce..... | xx 18-24 in. | 200.00 |

Full line Trade List to Dealers only.

FERNDALE NURSERY
LUDVIG MOSBAEK ASKOV, MINN.

Program For Kansas Nurserymen's School

Program for the Kansas Nurserymen's School Jan. 8-9, at Kansas Agricultural College, Manhattan, includes these topics.

Putting a New Fruit Variety Across—R. J. Barnett.

Clarke-McNary Projects and Kansas Nurseries—W. F. Pickett.

Ornamental Shrubs and Trees for Kansas—L. R. Quinlan.

Bud Propagation of Evergreens—C. A. Scott.

Nursery Inspection and Regulations—G. A. Dean.

Worthwhile Perennials for Kansas—W. B. Balch.

Landscaping the Small Home Grounds—L. R. Quinlan.

When to Set Out Woody Plants—W. E. Davis.

The Agricultural Experiment Station—L. E. Call.

Selling Your Stuff—H. W. Davis.

Diseases of Nursery Plants (illustrated)—O. H. Elmer.

State Forest Nursery at Hays—E. W. Johnson.

Safe Financing for Nurserymen—W. E. Grimes.

Recommended Fruit Varieties for Kansas—R. J. Barnett.

Question Box—Faculty.

This short course, or Nurseryman's school, is the first one of its kind to be offered by the Kansas State Agricultural College to the Nurserymen of the state. The Nurserymen have frequently expressed a desire for such a course and it is expected that a relatively

large number of the 240 Nurserymen in the state will be present.

The speakers on the program include members of the faculty of the Agricultural College and Nurserymen of the state. Each faculty speaker will be particularly posted on his subject for he is spending the greater part of his time on the material to be discussed.

C. A. Scott is a Nurseryman who combines the good qualities of an interesting speaker and a good personality and a practical knowledge of his subject gained in several parts of the United States extending from Colorado to Florida.

The only social affair on the program is the banquet which is also the only event of the meetings which the Nurserymen will be required to pay for. The entire expenses of the school, therefore, are being borne by the Kansas State Agricultural College and it is hoped that a large number of the Nurserymen in Kansas as well as outside of the state will avail themselves of the opportunity.

Living Evergreen Tree for \$150.00—Garwood, N. J. City Council early last month received an offer from a Nursery concern, of a living evergreen tree suitable for a community Christmas tree for \$150; or a cut tree for \$50.

Passing of a Pioneer

Three years ago this journal directed attention to the planting at that time of nut trees to constitute a Nursery, by a 90-year-old man, Col. Charles Goodnight, pioneer of the Texas Panhandle whose efforts halted the extermination of the buffalo.

It was regarded the acme of unselfishness that a man of his age should plant for results a decade or more in the future. Col. Goodnight died Dec. 12 in Tucson, Ariz. A native of Illinois, he was the last of the three men who blazed the first trail over which cattle were driven northward after the Civil War. He had been a scout under General McKenzie and he had participated in the last battle between Indians and white men in Texas, which was fought in 1874 in Palo Duro Canyon, which Colonel Goodnight had discovered.

Braving the dangers facing a lone settler, he remained in the Panhandle, where a county and a town have since been named for him. He crossed Herefords and buffalo producing the catalo. On his 91st birthday Col. Goodnight married again. His second wife's maiden name was Goodnight, no relation. She was a 26-year-old telegraph operator. In addition to his nut tree Nursery he turned to writing his memoirs, meanwhile continuing his work for the preservation of historical data and relics in Texas.

The caption, "Germinating Fruit Seed," of the article on page 235 of the Dec. 15 issue of this journal should have read "Freezing of Fruit Seed" as was obvious from the article.

Chance For Lot of Practical Nursery Publicity

When Digging Time For Backyard Parks Comes Around Again—Individual and Community Pride Will Open Newspaper Columns—The Wrong Kind

Only in the small towns and in homey communities will local newspaper editors deign to publish such matters as this which is generally considered as belonging in advertising columns:

"Now is the time to have your shrubs, etc., transplanted," says Alden E. Davis, of the Mobile Ornamental Nursery, and he should know, having been in the Nursery and landscaping business for a number of years in and around Mobile. The sap is down in shrubs now and if planted the roots will grow a little and they get an early start when spring arrives.

The Mobile Ornamental Nursery is offering some special prices on the following shrubs: Amoor River privet hedges that stay green the year 'round at \$1.50 to \$10 per 100; Wax Leaf privet plants at 25c to \$1 each and some wonderful values in azaleas priced from 50c up.

According to Mr. Alden E. Davis this firm is enjoying their share of the Nursery and landscaping business. Besides their many regular customers who leave their shrubbery and lawns entirely in charge of them, the Mobile Ornamental Nursery just recently planted and furnished all of the shrubs at the new home of Mr. E. R. Gaston of the National Furniture Co., which is located on Old Shell Road in the Alabama Realty company's new subdivision, Beverly Court. They also did the same work at the new residence of Dr. McVay on Dauphin street, just recently.

According to Mr. Davis, anyone planning to have shrubs planted soon will make no mistake in contracting with the Mobile Ornamental Nursery, because they guarantee all planting, even the shrubs when they are employed to do the work.—Mobile, Ala., Press.

But Nurserymen, especially in view of the widespread interest manifested on the part of home owners all over the country since the A. A. N. National Publicity Campaign opened last spring and caused the slogan, "Every Backyard a Park," to be upon many minds and lips, can doubtless effectively direct the attention of local newspaper editors to the manner in which the community is sprucing up generally at planting time when such development

amounts to community news. No mention, of course, to be made of the agencies actually supplying the material on the work—the knowledge as to that will be readily available to those who make individual inquiry as to source in a particular instance.

To Have Rose Test Garden

Jackson & Perkins Company, declared to be the largest growers and distributors of field-grown rose bushes in America and probably in the world, are announcing plans for a new department in 1930. Through the establishment of a research department, they are expecting to be able to increase their efficiency in rendering a broader and greater service to their many friends and customers in the trade.

The principal aim of this department will



J. H. NICOLAS, Newark, N. Y.
French Rose Expert with Jackson & Perkins Company

be experimentation with understocks and methods of culture, hybridization and development of roses and other plants for American needs, the testing and trial of novelties and to obtain further first hand information on progress in the horticultural world. The new department will help to continue the company's policy of selection, giving a broader field from which to draw novelties.

A rose test garden near the Newark office

will enable the trade to view a comprehensive list of new and old rose varieties growing under garden conditions. Test plantings will also be made of deciduous shrubs, perennials and evergreens. General hybridization of roses and shrubs will be taken up both in a greenhouse reserved especially for this purpose and in the garden.

The J. & P. Research Department is fortunate to start with J. H. Nicolas in charge; a rose expert, lecturer and author with many years of experience and training in this line of work. He is a native of France and a graduate of the University of France. A keen observer and student of horticulture in general and of the rose in particular, since his early years, he has developed a particular ability for work toward the improvement of the rose. His contributions to the Annuals of the American Rose Society and the horticultural press both in America and Europe have won him much commendation. His family has been identified for several generations with the progress of the rose in France. Through the influence of Mr. Nicolas' father, Mr. Graveaux was induced to create the first great living rose museum, the Roseraie de L'Hay, near Paris. Mr. Nicolas is a life member and consultant of American Rose Society; vice-president of the French Rose Society; honorary perpetual member of Societe Nationale d'Horticulture de France; honorary member of the German Rose Society; and a Fellow of the Royal Horticultural Society of England.

It will be recalled that Jackson & Perkins Company originated and disseminated the widely known climbing rose, Dorothy Perkins, but since have done little in the way of hybridizing, although it has had a part in the introduction of numerous novelties.

Florida's Bulb Production

Florida has taken its place in the commercial production of narcissus bulbs, according to J. C. Goodwin, Nursery Inspector of the State Plant Board. This year's storage inspection of narcissus bulbs showed that 145 Florida growers produced over 82,000,000 bulbs this season, with paper whites predominating. This is nearly 43% of the total United States production.

According to inspection reports, 64,500,000 paper whites, 14,500,000 Chinese sacred, 2,000,000 soleil d'ors, and 1,000,000 miscellaneous bulbs were harvested. Approximately 20,000,000 of these were round, marketable bulbs, although not that many will be marketed. Mr. Goodwin says that Florida grown bulbs are being welcomed in the Northern markets to replace foreign bulbs formerly imported.

Camphor Trees in Demand—Down close to the 29th parallel, in Dickinson, Galveston County, Tex., the Dickinson Nursery is starting deliveries to planters. Dues Brothers, proprietors, say that business seems better than a year ago in mid-December. Camphor and oak trees are most in demand at present. Many home owners are purchasing hedging in quantity. Live Christmas trees are increasing in popularity.

Much important landscaping has been done by the Exotic Nurseries established in the Palm Beaches, Fla., 14 years ago.

EUONYMUS PATENS

2 yr. Bedded 12-18", \$100.00 per 1000

SYRINGA VULGARIS

2 yr. Seedlings, 6-12", \$12.50 per 1000

Will gladly send complete lists on request.

THE SHADY LANE NURSERIES CO.
Winchester Pike, Columbus, O.

Established 1868

Lending European Forest Tree Seed House
A. GRUNWALD'S KILNHOUSES
WIENER-NEUSTADT, AUSTRIA
Member A. A. N.
FOREST SEEDS FRUIT STONES
Highest germination and purity
Pleasant odor and other rare specialties
Reliable—True-to-name

Notice!

One of the most profitable fruit, plant, tree and shrub nurseries in the United States is for sale at a genuine sacrifice. Actual net profits over \$20,000 annually for the last five years with steady clientele. Going full speed ahead right now. Clear of incumbrances. Modern complete plant and equipment, brick warehouse on private track in center of thriving town, on main line railroad near Chicago. Amount of land optional. Owner wishes to retire after 27 years' remarkably successful operation. Will arrange terms to accommodate purchaser and retain part interest if desired.

Write C. D. YOUNG, Room 716, 360 No. Michigan Ave., Chicago, for full particulars.

75 Acres of Pure Bred MASTODON PLANTS

The growing season has been fair with us. Plenty of rain during last half of the year.

We never had better quality and our prices are the lowest we have ever sold Mastodon plants.

We will have a surplus of 5,000,000 plants. Shipments made direct to customers under your tags at no extra cost. Also a full line of the standard varieties of strawberry plants. It will pay you to get our quotations before placing any orders.

E. W. TOWNSEND & SONS

Old reliable nurseries. Wholesale Department.
SALISBURY, MARYLAND.

LINING OUT STOCK

J. S. BURTON & SON

Grafted Heeches, Japan Maples, Corylus, Viburnum Carlesii, grafted Junipers, Biotas, and Thuysas.

Send for your copy of our complete list today.

HILL TOP NURSERIES

CASSTOWN, OHIO

NEW CATALOG

Salesmen and Nurserymen, send for our New Beauty Catalog. This has our business getting outfits in it. Pretty Shrub Folders, Fine Evergreen Outfits, Order Getting Perennial Folders and Landscape Books. Factory Prices.

B. F. CONIGISKY,

Traction Bldg., PEORIA, ILL.

AMERICAN NURSERYMAN, Chief Exponent, twice a month \$2.50 per year. Three years, \$6. Canada, abroad, 50c extra per year.

Why Not

**BE FOREHANDED and
Provide for Your Wants in Advance**

Write NOW for prices on
**SEEDLINGS, FRUIT TREES,
NORWAY MAPLE,
EUROPEAN WHITE BIRCH
and CRAETAGUS OXYACANTHA**
or any other items from our line of
GENERAL NURSERY STOCK

Our large block of
MAZZARD SEEDLINGS
looks particularly fine at this time.

**Portland Wholesale
Nursery Company**
424 E. ALDER ST.
Portland Oregon

Largest and Best Supply of

GRAPE VINES CURRANTS GOOSEBERRIES

in all old and new varieties and
grown in the famous Chautauqua-
Erie Grape Belt.

Sixty years' experience in grow-
ing and furnishing strong, fibrous
roots of well-known HUBBARD
COMPANY grade.

Prompt shipment.

Attractive prices made on
quantity lots.

T. S. Hubbard Co.
FREDONIA, N. Y.

T. SAKATA & CO.
Specialists

TREE SEED SHRUB

HERBST BROTHERS
42 South Street
NEW YORK

Hill's Evergreen Plate Book

50 four-color process prints from photographs,
40 Evergreen pictures, 10 Shrub pictures. Size
5 1/4 x 9 in. Loose leaf. Cloth binding. \$3.75.
Leather, \$4.50. Post-paid. Great help in selling. Order
for your salesmen. Money refunded if not satisfied.

D. Hill Nursery Co.

Evergreen Specialists • Largest Growers in America
Box 402 DUNDEE, ILL.

PIN OAKS are Scarce

YES, but there is a plentiful supply at "The Cole Nursery Company".
Five thousand (5,000) beautiful trees in grades from 6 to 8 feet up to 2
inches. Also a few hundred on up to 5 inches.

Right Prices—May We Quote You the Quantities Needed

SUGAR MAPLE—In contrast to the Norway Maple outlook, all large
nurseries are prophesying a continued shortage of Sugar Maple. This
grand old native tree will always be in great demand. **Cole** has 20,000
Sugars, exceptionally well grown trees, 6 ft. to 8 ft., 8 ft. to 10 ft. and
10 ft. to 12 ft. Dirt cheap for quick sale.

MORE GOOD SHADES

| | | |
|--------|------------------------------|-----------------------------|
| 2,000 | Sugar Maple |1 1/2" to 5" |
| 20,000 | Silver Maple |All sizes |
| 3,000 | Wier Maple |6' up to 2 1/2" |
| 2,000 | Ailanthus glandulosa |6' up to 2 1/2" |
| 10,000 | Catalpa bungei |2 yr. heads |
| 5,000 | Tea's Weeping Mulberry |2 yr. and 3 yr. heads |
| 10,000 | European Sycamore |All sizes |
| 10,000 | Lombardy and Bolleana Poplar |All sizes |
| 3,000 | Salix babylonica |6' to 8' and 8' to 10' |
| 2,000 | Salix niobe |6' to 8' and 8' to 10' |
| 5,000 | American Elm |6' up to 2 1/2" |

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All Sizes

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and advance your business. Only Nurserymen of high
ideals are eligible to membership.

Vice-President—John Fraser, Huntsville, Ala.

Nursery Conditions as to Coast Fruit Stocks

In a review of Nursery conditions as to fruit stocks on the Pacific Coast, W. C. Tesche, horticultural editor of Pacific Rural Press, says, under date of August 17:

Nursery stock, of standard deciduous fruit and nut varieties, available for planting during the coming winter of 1929-30 shows a reduction of approximately half of that available two years ago for 1929 planting, according to the testimony of representative Nurserymen, backed up by the most reliable surveys available in the trade. While the last and best figures available for comparison are those of two years ago, it is also evident that the 1929-30 supply is short of last year's—1928-29, by perhaps 30 to 40 per cent. According to the Pacific Coast Association of Nurserymen, this condition in varying percentages, prevails over the entire coast. To quote that organization, "Stock for the season 1929-30 is well reduced in totals for the entire Pacific Coast, compared with former years." Figures on citrus stock are not available, but current events and well informed opinion indicate that supplies may not meet demand, not because of reduced propagation, but because of enthusiasms resulting from favorable economic conditions in the citrus industry. Shortage of stock has been marked during the past two years, and Nursery prices were substantially increased. As a result, a tremendously increased activity in the production of citrus trees has characterized the past year, and as often happens in similar situations, supplies a year or two from now may overshoot the limits of demand, with overproduction the result.

But all indications point to a sell-out this season, and while prices have not been announced generally by deciduous fruit Nurserymen, some advance may be expected, though not excessive. Perhaps a nickel or so a tree. Therefore, it behooves the planter to estimate his requirements and do his Nursery shopping early. Bright, well grown stock, freshly dug, is always more desirable than marginal grades left at the end of a busy season, or wholesale lots that have been jobbed and moved from Nursery to Nursery to meet demand, often times necessitating a second choice of rootstock.

There are two reasons for the reduction

in stock; one is the fact that while late spring frosts were not damaging to the trade in general, a few important factors lost rather heavily. The main reason, however, lies in the fact that while Nurserymen were slow to recognize the depression in fruit, and slow to reduce their propagating in the face of admittedly slack planting, they finally saw the light—perhaps it was principally the illumination from countless bonfires of surplus stock each spring; but at any rate, the 1929-30 season bids fair to be the first one in years in which the business has been adjusted to meet probable sales and to show a reasonable profit. As one important factor in the California trade puts it, rather caustically: "The average Nurseryman deems it his patriotic duty to grow a surplus of trees and go broke. He employs every means of his own and some not his own to accomplish that end. He aims always to have on hand two trees for every one that can be sold." The orchard planter naturally likes to buy his trees as cheaply as possible, but no reasonable person, interested in the welfare of the horticultural industry of which the Nursery business is an important part, will deny the wisdom and fairness of a Nursery program that strives to eliminate surpluses and return a fair profit to the operator. This year there is evidence that the latter will make out nicely, to the gratification of all.

It appears, from the most reliable figures available, that some 800,000 more deciduous fruit trees may be budded this summer for sale in 1930-31 than were budded last year for this coming winter's trade. Nursery sales in themselves do not necessarily mean increased acreages. A considerable volume of stock is required each spring for replacements. Altogether, of deciduous fruits and nuts there are a little better than 2½ million budded trees this year compared with over 5 million in 1927.

Bolen Nursery and Orchard Co., Lucedale, Miss., has a sales branch in Philadelphia, Miss.

Landscape architecture has a rightful place in the scheme of human activities.—C. E. Cary, A. A. N.

NEW YORK NURSERYMEN'S ASSOCIATION

C. J. Maloy, Rochester, N. Y., Secy.

Annual meeting of the New York Nurserymen's Association will be held Jan. 10-11 at the Hotel Seneca, Rochester, N. Y. Secretary C. J. Maloy announces that a program for the usual busy sessions is being prepared. Noted speakers including Keeper Ernest C. Wilson, of Arnold Arboretum will be on hand. All Nurserymen are invited to attend. Business matters of association importance will be transacted and trade topics will be discussed.

The annual banquet will be a prime feature.

Cactus Status—There is a large cactus flora in the United States, and these materials are the ones now most prominently employed, say David Griffiths and C. H. Thompson, in U. S. D. A. circular. The restrictions on the importation of plant material from Mexico, the cactus region par excellence, may have a decided influence on the development of the business. The interest in cacti is by no means confined to the United States. Already European Nurserymen are inquiring about sources of supplies of seeds, cuttings, and plants in quantities. On account of the 10 or more years of comparative neglect, there are no commercial collections of importance. The collectors get what is available in their immediate sections and have little else to offer. The fanciers' collection must consequently be laboriously assembled from widely varied sources.

Stark Brothers Nurseries & Orchards Co., Louisiana, Mo., last month showed by samples that the Delicious family is fully maintaining its reputation for remarkable size and quality. The notable Red was given prominent display this year at many holiday festivities.

Among the novelties of the season was the keystone-peat-enclosed bulb sent out by the Wedge Nursery Co., Albert Lea, Minn., long enough in advance to blossom during holiday week.

W. M. Shafer, formerly of Oakland, Cal., has in the nine months since he started the White Gate Nursery, Pomona, Cal., found it necessary to extend his facilities.

MONEY MAKERS

BIRCH, Cut Leaf Weeping
BIRCH, European White
ELM, American
ELM, Moline
ELM, SIBERIAN or CHINESE
MAPLE, Norway
MAPLE, Schwedleri
MOUNTAIN ASH, European
MOUNTAIN ASH, Weeping
POPLAR, Bollenna
PRUNUS, Blicreana
PRUNUS, Cistena
PRUNUS, Triloba
etc., etc.

SHRUBS

ALMONDS, Pink Flowering
TAMARIX, Hispania
etc., etc.

FRUIT TREE SEEDLINGS

SIBERIAN ELM SEEDLINGS
Trade list just issued. Send for copy.
Carload rates to some point near you.

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Send for catalog listing Tree, Shrub, Perennial and Evergreen Seed. Collected from all parts of the world.

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Independence Nurseries Company
INDEPENDENCE, OHIO

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Year in and Year out for
ONE YEAR APPLE
and
JUNE BUDDED PEACH

All Grades and Standard Varieties

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INCORPORATED
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Also a fine lot of HYDRANGEA,

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Ash, Catalpa bungei, American Elm, Chinese Elm, Moline Elm, Vase Elm, Teas Weeping Mulberry, Birches, Oaks, Sugar Maple, Cutleaf and Soft Maple.

Evergreens, Shrubs, Vines, Roses
Perennials, Apple, Cherry, Peach
Plum, Pear, Etc.

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And other Conifers

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If proofs are wanted, copy should be in hand previous to above dates

American Fruits Pub'g Co., P. O. Box 124, Rochester, N. Y.

Nursery Trade Bulletin

Incorporations—Simons Nursery Co., St. Andrews Parish, Charleston County, S. C.; \$7,000, Lucas Simons et al.

For Black Walnut Planting—Black walnut grows well on well-drained, fertile soil. The Pennsylvania Agricultural Experiment Station has found a 10 per cent greater survival where tree seedlings were planted in furrows instead of unprepared ground.

Starts Nursery With 3000 Palms—Three thousand palms, of different varieties, have been set in a Nursery establishment in Clermont, Fla., by H. E. Pfeffer on Lake Minnehaha Drive, west of the club house. Mr. Pfeffer will later increase his plantings and may add other varieties of ornamentals.

Charles G. French, Utica, N. Y., is district manager for Central New York of William C. Moore & Co., Newark, N. Y. Announcement thereof includes the information that Mr. French's organization is connected with the National Home Planting Bureau "which is doing much to further the beautifying of each city, village and hamlet as well as the individual home in America."—Allan H. Reid, assistant professor of landscaping at Virginia Polytechnic Institute, Blacksburg, proposes to organize all garden clubs of the state into

a cooperative system.—Roy Woodruff, Eugene, Ore., is president of The Willamette Valley Nursery Club; C. E. Moyer, Roseburg, vice-president, Oscar Lee, Silverton, secretary.—Paul V. Baker, Enid, Okla., is president; A. F. Hull, vice-president; Wheelock Wilson secretary and Ralph McCague treasurer of Midwest Nursery Co., Marshalltown, Ia.—George A. Champlin, Ashaway, R. I., has filed petition in bankruptcy with liabilities exceeding assets by \$5000.

M. Tanaka, Bakersfield, Cal., Nursery, has purchased the Nippon Nursery.—Paul Doty is president; C. J. Stone, vice-president; Alden Deering, secy-treas. of the Portland, Ore., Nursery Club.—West Hill Nurseries, Fredonia, N. Y., are represented by Burton Bigelow, Buffalo, N. Y., in advertising plans.—Teas Nursery, Houston, Tex., drew on its large acreage of holly to supply the product in pots for decoration of homes in Houston and other sections.—New members of the A. A. N. market development committee are: R. F. Greene, Norwood, N. J.; C. O. Siebenthaler, Dayton, O.; D. D. Wyman, N. Abington, Mass.; George C. Roeding, Niles, Cal.

PRESIDENT A. H. HILL



A. H. HILL, President
D. Hill Nursery Co., Dundee, Ill.

A. H. Hill, long identified with his father, the late David Hill, in the development of the D. Hill Nursery Co., Dundee, Ill., is now president of the company, his father having held that position since 1875, the 75th anniversary of the business being observed this year. In the current announcement father and son are depicted together "in the open" where they worked together for decades.

Florida Architects Meet

An illustrated lecture by Ernest F. Coe, landscape architect and chairman of the Everglades National Park Association, was a feature of the 17th annual convention of the Florida Architect Association in Ocala, Fla., last month. He told of plans for the future regarding the proposed park in Florida. He had just returned from Washington where he conferred with federal government heads regarding the 2000-square-mile project in the Cape Sable region.

Interesting displays at the convention were designs for wayside refreshment stands, entered in a contest sponsored by Mrs. John D. Rockefeller, Jr., and the Art Center of New York, designs which should call for the services of ornamental horticulturists.

Nursery Imports

Nursery imports during the fiscal year ending June 30 last included as principal items rose plants from England 2,880,800; from Holland 6,466,337; France 1,498,100, a total of 10,991,337 as against a total of 10,505,436 in the previous fiscal year.

Cherry: From France 6,549,550; from Holland, 59,900; total 6,610,489 against 7,103,017.

Apple: From France 2,223,750; from England, 2,186; total 2,234,360 as against 4,251,221.

Pear: From France 1,008,100; total 1,021,325 as against 1,568,481.

Plum: From France 919,700; from Holland 5,000; total 925,706 as against 1,028,953.

Tree seeds 87,816 pounds, as against 342,184 in the previous year.

Distribution of large quantities of imported stocks, cuttings and scions was: To New York State 7,730,317; Iowa, 2,719,000; Ohio, 2,562,045; Connecticut, 2,004,487; Indiana, 1,847,800; Illinois, 1,305,255; New Jersey, 746,930; Kansas, 746,000. A third each of rose stocks and fruit stocks was taken by New York.

The 63 acres of the J. Frank Sneed Nursery, Muskogee, Okla., was the subject of an illustrated article in a local newspaper in which his enterprise in encouraging prize garden contests is commended.

A \$30,000 office and display building is under construction for the H. A. Hyde Nursery Co., Watsonville, Cal., which has a branch in Portland, Ore.

WANTED AND FOR SALE

Established Nursery For Sale
One of the Oldest Nursery Establishments in Central West.
WHOLESALE AND RETAIL

Over 300,000 Fruit and Ornamental Trees now in stock. Modern conveniences and equipment and full line of products for uninterrupted continuation of business. Storage Buildings with city water and electric lights throughout. Other real estate available if desired.

Write for further information to F-137, care American Nurseryman, Rochester, N. Y.

Experienced Propagator Wanted

Who is capable of taking charge of four houses, and general propagation. One who can produce Nursery stock. No pot flower or cut flower grower wanted. Write F-140, care American Nurseryman, Rochester, N. Y.

WANTED: Experienced Propagator

in Ornamental Stock and Evergreens, able to take charge of Central West Nursery of 100 acres. Give Experience and Reference. Address: F 141, care American Nurseryman, Rochester, N. Y.

MISCELLANEOUS

PEONIES

A few left to close out; good 3-5 eye Queen Victoria and Sainfoin (a good pink) at 7c; 2-3 eye Edulis Superba and Henri Demay (a good red) 7c. 3-5 eye 10c. Small landscape Nursery for sale. Write W. L. Lux, R. R. No. 10, Topeka, Kan.

NORWAY MAPLE

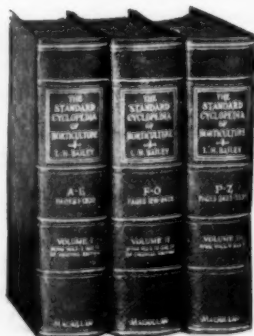
Norway Maple, straight branched, 8-10 ft., Norway Maple, 18-24 in., Advt. may not appear again. Frank G. Long, New Carlisle, Ohio.

BOOKS

LIST OF 119 BOOKS on Horticultural subjects covering Nursery, Greenhouse, Field, Ornamental and Fruit Stock, Vines, Insecticides, Spraying, Landscaping, Diseases, Insects, Orchards, Gardens. Seven books on Landscape Gardening. List sent on request. American Fruits Pubg. Co., P. O. Box 134, Rochester, N. Y.

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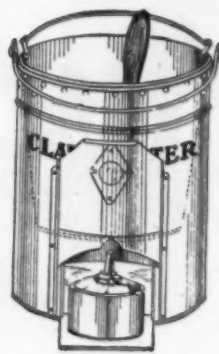
1. Nut Tree and other difficult grafting and budding by the "Morris Method."
2. Protection of Nursery Stock, slips and scions by the "Neilson Method."
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Does not girdle or injure trees in any way. One application lasts a year.

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Chicago, Ill.**WALTER E. CLARK & SON Box D, MILFORD, CONN.**Manufacturers of the Trowbridge Brand of Grafting Wax for over 65 years.
This item is carried in stock by all leading Seed and Hardware Stores everywhere.

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A complete line of
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Which will be out early in January. Contains a complete assortment of

**Shrubs, Shade Trees, Roses,
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We can ship all winter from storage. Frequent refrigerator service in all directions. If you want quick service order from WILLIS.

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**HARDY PERENNIAL PLANTS
EXCLUSIVELY**

Write for Trade List.

THE WAYSIDE GARDENS COMPANY
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*Our Stock except Ever-
greens is practically all
in our Warehouses and
graded.*

This year Fruit Trees and several varieties of Shrubs are in shorter supply than for many years.

Let us book your orders for Spring Delivery while our variety list is complete.

The Huntsville Wholesale Nurseries, Inc.
Huntsville, Alabama

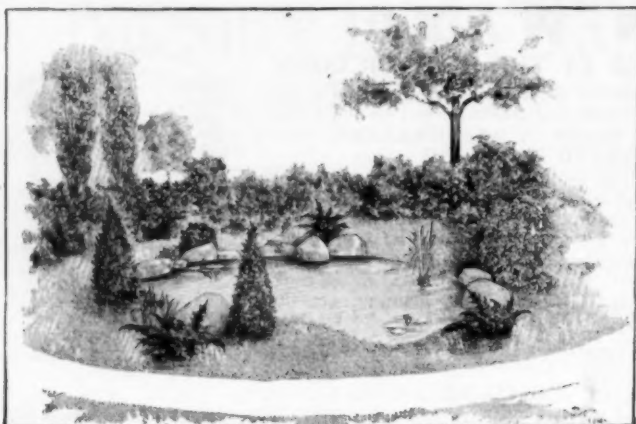
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PRUNUS NEWPORT
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CUT LEAF WEEPING BIRCH
APPLE, one and two year
H. P., H. T. and CLIMBING ROSES**

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THE HAMBURG NURSERIES
HAMBURG, IOWA



ALMOST everyone today wants a small pool, rock garden, Japanese garden, or some similar style of landscape design. This gives good opportunity for the use of dwarf and low growing evergreens. Write us for information and suggestions.

Members American Association of Nurserymen

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A. H. HILL, PRESIDENT

WHOLESALE PROPAGATORS AND GROWERS OF

HILL'S EVERGREENS

EVERGREEN SPECIALISTS - LARGEST GROWERS IN AMERICA

DUNDEE, ILLINOIS

(NEAR CHICAGO)

CARRYING ON

As I have been looking over the tributes to my late father, D. Hill, which have come to my desk during the recent weeks, I have been greatly impressed with the responsibility that rests on me to carry on.

Not only to conduct the routine affairs of business but to maintain that priceless confidence and good will which my father valued as his greatest asset in business.



In our files are many records of continuous transactions with nurserymen that go back as long as I have any recollection of this business, and that is over 30 years.

To you old customers, I renew my pledge to give you the best I know how to produce in evergreens. And to our newer friends, who some day will be the "Old Timers," I invite your confidence and promise you the best efforts of this organization to serve you faithfully.

Yours very truly,

A. H. Hill